

**YOUR FUTURE LIVES HERE.**



**INTRODUCTORY GUIDE  
TO ONE-YEAR MASTERS  
DEGREES AND EXECUTIVE  
EDUCATION COURSES**

**ACADEMIC YEAR 2020/2021**



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# IULM COMMUNICATION SCHOOL

## MILAN

Study in the heart  
of Europe on an  
ultra-modern campus

## MADE FOR YOU

Experience something unique  
and get the best out of our  
services, tailored just for you

## INNOVATION

Plan your future  
in a different way

## INTERNATIONAL

Study in Milan,  
meet the world

## IMAGINATION

Find your potential,  
free your abilities

## PLACEMENT

Study in Milan,  
work around the world



# YOUR FUTURE LIVES HERE

## TEACHING THAT PREPARES YOU FOR THE FUTURE.

IULM University offers top-tier continuing education programmes that have strong ties to the world of work. Our programmes draw on the experience of a highly qualified faculty while making use of innovative teaching methods. The result is an educational experience that will provide both students and professionals with the skills needed to take on prestigious positions in international organizations, companies and academies, both in Italy and around the world.

[gotomaster.iulm.com](http://gotomaster.iulm.com)

### Course offering

IULM Communication School is **IULM University's Business School**, where students and professionals can enrol in **one-year masters degrees, professional training courses and executive education courses**.

IULM's unique course offering is unrivalled in the field of communications management, specializing in **Food, Fashion, Design, Tourism, International Relations and New Media**. Students and professionals will be prepared to embark on international careers thanks to real-world experience in prestigious international settings, including **study tours in Europe and around the world**, as well as training sessions with teachers and experts from all over the world.

### Faculty

IULM Communication School boasts a faculty made up of IULM professors together with visiting professors from important international universities. And thanks to sound partnerships with leading businesses and institutions, faculty members also include renowned professionals who bring the world of work directly to students through lessons, case studies and special projects. Each course has a team of coordinators who will dedicate their time to every single student to make sure the chosen course of study matches his or her personal profile and career path.

# TRAINING FOR THE PROFESSIONALS OF TOMORROW

## CHOOSE YOUR COURSE OF STUDY

### HIGH SCHOOL

### UNDERGRADUATE PROGRAMMES (3 YEARS)

**ONE-YEAR MASTERS DEGREES (1<sup>ST</sup> LEVEL)**

**TWO-YEAR MASTERS DEGREES**

**ONE-YEAR MASTERS DEGREES (2<sup>ND</sup> LEVEL)**

**PHD PROGRAMMES (3 YEARS)**

**THE WORLD OF WORK**

# OUR NUMBERS

## NOT JUST WORDS. IULM'S VALUE ALSO SHINES THROUGH IN ITS FIGURES

**50.000 m<sup>2</sup>** of campus

**6** buildings

**3** auditoriums

**4** dining areas

**240** dorm beds

**15** One-year masters degrees

**6** Professional training courses

**11** Executive education courses

Online courses

Summer School

**12** Study Tours

Over **60** national and international partners

**6** programmes taught in English

Over **350** traineeship/internship opportunities

**70%** job placement rate

**60%** of faculty made up of working professionals

Over **600** students per year

# STUDY, TRAVEL, LEARN

## STUDYING IN MILAN

Milan is a dynamic, cosmopolitan city that is also a centre of educational excellence. Every year, some 200,000 students choose Milan as their preferred place of study and the city in which to start their careers. It's a city of art and culture – a place of international renown that will allow you to reach unparalleled heights in your academic and professional growth.

IULM's campus is a striking example of global architecture that takes its inspiration from American universities. The result is an ultra-modern, technologically advanced university that is designed and equipped for study and research, but also for relaxation.

## STUDY TOURS

IULM Communication School offers students the chance to hone their skills in international settings thanks to study tours around the world.

These programmes allow participants to have a unique experience in places that have defined the industries they are studying. While each programme has its own objectives and duration, they all provide for specific training sessions with professionals which will allow students to accelerate their personal and professional growth. What's more, students will be able to apply what they have learned in class to the real world.

Destinations include: Abu Dhabi, Alicante, Amsterdam, Athens, Barcelona, Berlin, Dortmund, Dubai, Dublin, Glasgow, London, Los Angeles, Mexico City, Miami, New York, Piran, Seville, Tampere, Tel-Aviv, Warsaw, and Washington D.C.

# JOB PLACEMENT AND COMPANY RELATIONS

The goal of IULM Communication School is to train students to become young professionals who are ready to enter the world of work; and for those who are already working, the goal is to give them a chance to upgrade their skills so that they successfully adapt to market needs and to a constantly evolving communications industry.

**Over 70% of IULM Communication School students** work in Italy and around the world, in careers that require high performance and that are in high demand.

**Over 60% of the faculty** come from the corporate/professional world.

Training, upskilling, offering new tools of knowledge to managers and young professionals: IULM meets these needs by leveraging the academic and professional know-how of its faculty and maximizing the contributions of public institutions and private companies.

# TUTORING AND COUNSELING

## ROOTED IN SCHOOL, FOCUSED ON WORK

IULM Communication School makes sure students are accompanied throughout their course of study. Coordinators and tutors are available to support students in finding **internship opportunities tailored to their personal profile** and in line with their talents and abilities.

- ✓ **Career advisory:** to help you plan a career path built on your strengths and interests
- ✓ **Job search:** to give you the know-how and knowledge you need to navigate the job market and come up with an effective job search strategy
- ✓ **Mentoring and coaching:** to give you individual, personalized advice so that you get the most out of your job search and transition effectively to the world of work
- ✓ **Personal branding:** to come up with a strategy that highlights your strengths and effectively communicates what you know how to do and how you do it
- ✓ **Job interviews and assessments:** to prepare you for rigorous selection processes
- ✓ **CV drafting:** to revise or draft your CV/resume and write an effective cover letter



# COURSE OFFERING

## One-year masters degrees

These courses are meant for graduates who wish to deepen their knowledge of a specific discipline in the field of communications. Each programme provides a solid theoretical foundation upon which students can build their managerial skills.

- ✓ Communication for International Relations – MICRI (in Italian and English)
- ✓ Food Design and Innovation - in partnership with Scuola Politecnica di Design (in English)
- ✓ Game Design (in English)
- ✓ International Tourism and Hospitality – MITH (in English)

## Professional Training Courses

Participants can further their professional development in specific fields and acquire specialized managerial skills to help them advance in their careers.

- ✓ International Marketing & Sales Communication (in English)
- ✓ Museology, New Media and Museum Communication (online)



**ONE-YEAR MASTERS  
DEGREES**



## 1-YEAR MASTER'S DEGREE

DIRECTOR: GUIDO FORMIGONI

# COMMUNICATION FOR INTERNATIONAL RELATIONS

**Study in Milan, go to Washington and New York. Get an MBA at University of Nebraska Kearney. Work everywhere in the field that you desire**

The Master's Degree Program in Communication for International Relations (MICRI) is a one year postgraduate course aimed at raising communication specialists with specific skills and tools needed to manage communication activities related to International Relations.

The study tour in the United States is structured as an on-site tour, with a full-time program of classes, lectures, workshops in major International Organizations (the World Bank, the UN), lobbying agencies and international universities.

MICRI students have the possibility to enrol in the new Double Degree Program at the University of Nebraska Kearney: a Master of Arts (MICRI) plus an MBA forge global professionals in communication with competences in business administration.

### Objectives

- ✓ To develop critical and analytical skills in a global context through an analysis of the process of international communication
- ✓ To enter the international business world
- ✓ To build intercultural classes, with professors and students coming from different countries
- ✓ To create new international leaders with a comprehensive education both in communication and business

### Thematic areas

- ✓ Digital and Social Web Communication
- ✓ International Marketing and Communication
- ✓ Journalism & Global Media
- ✓ Corporate Social Responsibility
- ✓ Development Communication
- ✓ Lobbying and Public Affairs
- ✓ International Economy and Finance

### Careers

Marketing and Communication, Press Office and PR, International Communication Agencies

### Info

Start: February

Duration: 7 months + internship + final project work

Lessons: full time

Language: English, Italian

Location: Milan, Washington, New York

### Hanno collaborato al master

UNK, Connect 4 Climate, FAO, UNESCO, ISPI, IL CHIOSTRO



## 1-YEAR MASTER'S DEGREE

DIRECTORS: VINCENZO RUSSO, ANTONELLO FUSETTI



# FOOD DESIGN AND INNOVATION

This Master aims at enabling students to become professionals of food industry and for all the related sectors and to combine marketing and communication skills with sensitivity and design methodology.

The combination between food and design creates a food designer who is able to manage the design:

- ✓ of processes, methods and spaces where products are prepared, distributed and consumed;
- ✓ of food in terms of its aesthetics, communication and representation;
- ✓ of tools used to prepare and consume food;
- ✓ of all the communication and marketing activities for food products.

After passing the final exam, students will obtain a Master's Degree from IULM and SPD. The Master's Corresponds to 60 ECTS credits.

The Master's Program is addressed not only to students holding a degree in design, marketing and communication, but also to managers and professionals. The objective of the course is to prepare students increasing all the necessary skills to give their creative contribution to the food sector.

## Structure

The Master will be made of lessons, design workshops and seminars with the leaders of the food and agriculture industry and of the design field: entrepreneurs, managers, journalists, food critics, designers, architects, publishers and chefs.

The course also comprises visits to food companies, concept stores, restaurants as well as important gastronomic fairs and events.

After the end of the course, students will have an internship experience in a company, agency or firm working in the field.

## Thematic areas

Food and Agriculture System, Food Science, Wine and Food Culture, Food Marketing & Communication, Food Experience, Food Design, Designing Food and Objects, The Places of Food, Packaging, Food Service Design, Food Design and Tourism.

## Collaboration

This Master built up projects and collaboration with firms such as Bahlsen Group, COOP, Whirlpool, Moooi, NaturaSì e Cioccolati Italiani.

## Info

Start: November

Duration: 6 months + internship + final project work

Lessons: full time

Language: English

## 1-YEAR MASTER'S DEGREE

DIRECTOR: GIANNI CANOVA  
COORDINATOR: MATTEO BITTANTI

# GAME DESIGN

### COME TO MILAN TO CREATE GAMES THAT MATTER

**A 1-year Master of Arts degree in Game Design that celebrates games as an expressive form located at the intersection of art, design, and technology**

Join a groundbreaking studio-based Master of Arts program in Game Design located in the heart of Milan, Italy's most vibrant city. Specifically conceived for students interested in creating innovative games and interactive experiences, this course of study will lead graduates to advanced work in game design and new media production.

The instructional model focuses on constant interaction with faculty, guest artists, and developers from all over the world. Completion of the program will earn graduates a 1-year Master's Degree from IULM University corresponding to 60 ECTS (European Credit Transfer and Accumulation System).



### Description

Featuring some of the most accomplished, renowned, and talented designers working today in the field of indie gaming – including Auriea Harvey, Pietro Righi Riva, Michaël Samyn, Mare Sheppard, Paolo Tajé, Jake Elliott, Tamas Kemenczy, Raigan Burns, Kieran Nolan, and Matteo Bittanti - the M.A. in Game Design is a one year long, full-time program articulated in nine core classes, providing all the tools and skills needed for the development, distribution, and exhibition of cutting edge games.

### Careers

- ✓ Game Designer
- ✓ Game Producer
- ✓ Game Director
- ✓ Game Artist
- ✓ Game Critic
- ✓ Game Scholar
- ✓ Game Curator
- ✓ New media marketing manager

### Submit your game project

At the *Independent Games Festival*, *IndieCade*, *Fantastic Arcade*, *A/MAZE*, *GAMERZ* and many more events around the world with the assistance of our faculty.

### Info

Start: January

Duration: 1 year

Lessons: full time

Language: English

Scholarships available

## 1-YEAR MASTER'S DEGREE

DIRECTOR: MANUELA DE CARLO

# INTERNATIONAL TOURISM AND HOSPITALITY

**6 Months full time classes, study tour in the emirates, advanced specialization, 6-months customized international internship to accelerate your career in tourism**

Learn from international scholars and top managers of the foremost global tourism companies. Start building your professional network in one of the fastest growing economic sectors.

### MITH Advantages

- ✓ 51% of graduates hired by their MITH internship host companies
- ✓ 86% of graduates working as tourism professionals within 3 months
- ✓ +500 partner companies network

### Specializations

Students can choose to focus on one of the following “hot topics” in tourism:

- ✓ Luxury Marketing and Client Experience
- ✓ Revenue Management
- ✓ Attraction Management

### Online introductory courses

Two months of e-learning are designed to provide students, with the essential knowledge and skills.

### Fundamentals

Academic courses are focused on:

- ✓ Hospitality Management
- ✓ Human Resources Management in Tourism
- ✓ Financial Analysis in Tourism
- ✓ Digital Marketing and Service Personalization
- ✓ Destination Management and Sustainability

### Study tour

A study tour in Dubai and Abu Dhabi to experience the most stimulating business environment and astonishing manmade landscapes in the world.

### Internship

6 months customized work placement in Italy or abroad within MITH's 500+ partner company network or a specialization in IT and tourism at Kyoto College of Graduates Studies for Informatics (KCGI).

### Requirements

- ✓ Bachelor's degree in any discipline.
- ✓ English min. CEFR score B2 (25/30 Italian scale), based on a personal interview.
- ✓ High motivation and aptitude for an intensive work pace, professional challenges, and international experience. Some previous work experience is desirable.

### Career opportunities

Hotel chains, cruise companies, airlines, mice businesses, travel agency networks, destination management companies, consulting firms specializing in tourism

### Info

Start: February

Duration: 1 year (6-month classes + 6-month internship)

Lessons: full time

Language: English

Location: Milan, Dubai, Abu Dhabi



**PROFESSIONAL  
TRAINING  
COURSES**

## EXECUTIVE EDUCATION

DIRECTORS: LUCA PELLEGRINI, DANIELA CORSARO

# INTERNATIONAL MARKETING & SALES COMMUNICATION

### Study tour in California and internship

This is your chance to take part in the only executive education course that allows you to develop complementary marketing, communication and sales skills for the international scene. This course will give you the tools to analyze client needs across numerous markets. You'll learn how to adapt communications to different cultures, negotiate complex sales and develop global social media marketing strategies. It's an innovative course that features all of IULM University's strengths: it's cross-disciplinary, it's hands-on, and it'll teach you how to anticipate market changes. This Master is open to University graduates and professionals.

### Goals

Modern markets are globalized, convergent and multicultural-and this requires sophisticated, cross-cutting managerial capabilities. The goal of IULM's executive education course in International Marketing & Sales Communication is to produce professionals with the skills to resolve marketing, communication and sales issues through the creation of client-focused value strategies. The course will also include fieldworks, business games and a sales pitch competition.

### Career prospects

International marketing manager, Growth manager, Customer success manager, International product manager, International trade manager, Country manager, Global sales manager, Key account executive, Business developer, International

communication & brand manager.

### Curriculum

The course is divided into two modules and three laboratories.

- ✓ **International Marketing**  
Analyzing customer insights in global markets; Advanced marketing strategy; International branding; International trade marketing; Sustainability in global value chain
- ✓ **International Sales Communication**  
Intercultural communication; Sales management & neuro-selling; Relationship selling for global business; International retail selling
- ✓ **Soft Skills Laboratory**  
Storytelling across boundaries; Complex Negotiation-multicultural contexts, complex projects & manifold interlocutors; Creative leadership; Individual & cross-culture team coaching
- ✓ **Digital Marketing Laboratory**  
Analytics & Big Data for Marketing & Sales; Data sensing & Visualization; Social media marketing & omnichannel experience management; CRM and Artificial Intelligence
- ✓ **Cross-cultural Laboratory**  
EMEA (Europe, Middle East, Africa) & Russia; APAC (Asia Pacific) & India; NORTH AMERICA (Canada, USA) & LATAM (Latin America)

### Info

Start: February

Duration: 4 months + internship

Lessons: full time

Language: English, oral language assessment is required

### Partner companies

Salesforce, Dale Carnegie, Coca-Cola HBC, Akamai, Connexia, Reputation Institute, Faber-Castell, Gruppo Cimbali, Doxa, Mayborn Group, DI.GI. International, Manageritalia, AICE, ADICO, Callipo, Lavazza, Rovagnati, Buzzdetector, Yourbiz, Mapadore, Co.Mark, Dianiriva, Copernico, IMG Internet, Confimprese.

# MUSEOLOGY NEW MEDIA AND MUSEUM COMMUNICATION

## E-learning, rolling enrollment

Our Master's Course takes a unique approach to museology in its most innovative trends especially at a European level. It is carried under the auspices of the European Museum Academy Foundation (NL) which contributes with its experts and with teaching resources. Articulated e-learning is the key point: online modules also provide students abroad with the opportunity to take part in this course under an attentive tutorship.

The programme is designed for those interested in acquiring expertise in contemporary museology and the interlinkages between museum and heritage, as well as in new media and museum communication.

## Objectives

The study programme consists of:

- ✓ On line Modules with the participation of experts and practitioners with documented international experience
- ✓ Comprehensive e-learning experience: you will find videolessons, readings, tutorials and assignment reviews
- ✓ each assignments will be reviewed by the Master's Scientific Director.

This Master's Course is open to applicants holding a university degree (MA or PhD) or a BA accompanied by documented experience in the field of museums and/or heritage.

## Thematic areas

The XXI century Museum, The Museum Environment, The Participatory Museum, International cooperation for Museums, Exhibition Planning, Digital Interpretation, Multimedia in Museums, Museums and the Web, Museums and Intangible Heritage, Heritage Interpretation, Lifelong Learning in Museums, Art as a Factor of Social and Cultural Local Development

## Careers

Graduates from the course will be ready to pursue careers in museums and heritage institutions, cultural organizations, and education agencies dealing with heritage issues, as well as entities active in cultural communication in general.

## Info

Start: rolling enrollment

Duration: this varies from student to student. In general a minimum of 8 months is required. The rest depends on the individual commitment and the specific personal situation.

Language: English

## Main partner



European Museum Academy



**USEFUL  
INFORMATION**

# LIVING AT IULM EXPERIENCING IULM

IULM Communication School is not just in the classroom. It's also a place where you can learn, experience, discover and communicate.

IULM University is not just a university, but a world of opportunities and resources made just for you. And it can also become a place where you can spend part of your life enjoying yourself and planning the future.

## Accommodation at IULM

IULM University provides students with on-campus housing reserved for IULM Communication School students in its comfortable Residence Hall and in the new Cascina Moncucco student dormitory.

## IULM Open Space

IULM Open Space is the most recent addition to IULM's buildings on campus. It's a space designed to promote the exchange of knowledge and the fusion of cultures—and the whole city is invited. With the Auditorium, the Sala dei 146 and a large exhibition space, IULM Open Space is a prestigious venue for concerts, conferences and artistic and cultural events. In this way, IULM has further cemented its role as a multifaceted cultural centre for the city of Milan.

## Spazi, Servizi, Iniziative

- ✓ University Library and Video Library
- ✓ **Master X**, the student-run magazine published by IULM's Journalism programme
- ✓ **IULM Communication School**, +39 02 89141 2311 – info.sdc@iulm.it
- ✓ Bookshop
- ✓ Restaurant & Cafè
- ✓ Wireless IULM
- ✓ **IULM Store**, for IULM apparel, accessories, office supplies and gifts
- ✓ **IULM Print**, the university's copy centre
- ✓ **Radio IULM**, the university's internet radio station

# SCHOLARSHIPS AND OTHER FORMS OF FINANCIAL AID

## We'll give you credit.

IULM University has partnered with Banca Popolare di Sondrio to support high-level, specialist training: indeed, you can pay for your programme through special financing options and subsidized loans. For more information, just pop into the bank branch on campus.

Special financing options are also available to companies and institutions that enrol two or more employees in a IULM Communication School programme.

IULM Communication School offers scholarships to partially or totally cover the cost of one-year masters degrees and executive education courses at the Milan and Rome campuses.

## International student enrolment

Are you an international student who is interested in attending a one-year masters degree or executive education course? You will need to provide us with a copy of all academic qualifications in your possession so that we can evaluate them. You can start the pre-enrolment process by visiting IULM's online services webpage, but we recommend contacting our office ahead of time by sending an email to **master@iulm.com** or calling **+39 02 89141 2330**. We will then contact you with step-by-step instructions on how to complete your enrolment.

We will make sure that you get all the information and support you need in a timely fashion so that you can be confident in your decision.

# ADMISSIONS

IULM University's post-graduate course offering includes not only two-year masters degrees but also one-year masters degrees and executive education courses. Applications must be submitted in accordance with the terms and conditions found on [iulm.it](http://iulm.it) under the dedicated sections. Applicants must follow three steps to enrol:

## ▼ Pre-enrolment

Applications may only be submitted online through IULM's online services webpage. Applications are confirmed only after the pre-enrolment fee has been paid (through a MAV payment slip, which can be downloaded at the end of the online pre-enrolment process) and the required documentation has been sent to the registrar's office at IULM Communication School.

## ▼ Admission

Once IULM Communication School has received the documentation, applicants will be contacted for an admissions interview with the coordinators of their chosen course/programme.

## ▼ Enrolment

If admitted, applicants can enrol in their chosen course/programme. The registrar's office will contact admitted applicants in order to instruct them on what documents they need to submit to finalize their enrolment. The first instalment of tuition fees must be paid upon enrolment, whereas subsequent instalments are to be paid in accordance with the terms and conditions found on the course/programme's website.

For more information: [master@iulm.it](mailto:master@iulm.it) - +39 02 891412330

## For companies

IULM Communication School offers companies and professionals the chance to enrol their employees and collaborators in one-year masters degree programmes or executive education courses. This highly specialized training helps participants upgrade their existing skills and learn new ones. The pre-enrolment fee must be paid by the participant him/herself through a MAV payment slip, which can be downloaded at the end of the online pre-enrolment process. The remaining tuition fees may be paid by the participant him/herself or by his/her company. An invoice will be issued in either case.

For more information: [info.sdc@iulm.it](mailto:info.sdc@iulm.it) - +39 02 891412311

# COSTS

## One-year master degrees

### COMMUNICATION FOR INTERNATIONAL RELATIONS MICRI

EU STUDENTS				START	SCHOLARSHIPS
TOTAL COST 10.560,00 €					
Pre-enrolment	1 <sup>ST</sup> instalment	2 <sup>ND</sup> instalment	3 <sup>RD</sup> instalment	February	2 of € 2.000
€ 100,00	€ 4.300,00	€ 4.000,00	€ 2.260,00		
	Due at enrolment	15/3/2021	15/5/2021		
NON-EU STUDENTS					
TOTAL COST 12.672,00 €					
Pre-enrolment	1 <sup>ST</sup> instalment	2 <sup>ND</sup> instalment	3 <sup>RD</sup> instalment		
€ 100,00	€ 4.300,00	€ 6.112,00	€ 2.260,00		
	Due at enrolment	15/3/2021	15/5/2021		

### FOOD DESIGN AND INNOVATION

EU STUDENTS				START	SCHOLARSHIPS
TOTAL COST 13.000,00 €					
Pre-enrolment	1 <sup>ST</sup> instalment	2 <sup>ND</sup> instalment	3 <sup>RD</sup> instalment	November	
€ 4.000,00	€ 4.500,00	€ 4.500,00	€ 4.500,00		
	Due at enrolment	30/11/2020	18/12/2020		
NON-EU STUDENTS					
TOTAL COST 16.600,00 €					
Pre-enrolment	1 <sup>ST</sup> instalment	2 <sup>ND</sup> instalment	3 <sup>RD</sup> instalment		
€ 4.000,00	€ 6.300,00	€ 6.300,00	€ 6.300,00		
	Due at enrolment	30/11/2020	18/12/2020		

### GAME DESIGN

EU STUDENTS				START	SCHOLARSHIPS
TOTAL COST 8.800,00 €					
Pre-enrolment	1 <sup>ST</sup> instalment	2 <sup>ND</sup> instalment	3 <sup>RD</sup> instalment	January	3 of € 3.000
€ 100,00	€ 3.300,00	€ 3.000,00	€ 2.500,00		
	Due at enrolment	15/3/2021	15/5/2021		
NON-EU STUDENTS					
TOTAL COST 10.560,00 €					
Pre-enrolment	1 <sup>ST</sup> instalment	2 <sup>ND</sup> instalment	3 <sup>RD</sup> instalment		
€ 100,00	€ 3.300,00	€ 4.760,00	€ 2.500,00		
	Due at enrolment	15/3/2021	15/5/2021		

### INTERNATIONAL TOURISM & HOSPITALITY (MITH)

EU STUDENTS				START	SCHOLARSHIPS
TOTAL COST 12.000,00 €					
Pre-enrolment	1 <sup>ST</sup> instalment	2 <sup>ND</sup> instalment	3 <sup>RD</sup> instalment	February	
€ 100,00	€ 6.000,00	€ 3.000,00	€ 3.000,00		
	Due at enrolment	15/3/2021	15/5/2021		
NON-EU STUDENTS					
TOTAL COST 14.400,00 €					
Pre-enrolment	1 <sup>ST</sup> instalment	2 <sup>ND</sup> instalment	3 <sup>RD</sup> instalment		
€ 100,00	€ 6.000,00	€ 5.400,00	€ 3.000,00		
	Due at enrolment	15/3/2021	15/5/2021		

## Professional Training Courses

### INTERNATIONAL MARKETING AND SALES COMMUNICATION

EU STUDENTS				START	SCHOLARSHIPS
TOTAL COST 8.000,00 € + VAT					
Pre-enrolment	1 <sup>ST</sup> instalment	2 <sup>ND</sup> instalment	3 <sup>RD</sup> instalment	February	
€ 134,20	€ 3.760,00	€ 3.000,00	€ 3.000,00		
	Due at enrolment	15/3/2021	15/5/2021		
NON-EU STUDENTS					
TOTAL COST 11.565,00 €					
Pre-enrolment	1 <sup>ST</sup> instalment	2 <sup>ND</sup> instalment	3 <sup>RD</sup> instalment		
€ 134,20	€ 3.760,00	€ 4.952,00	€ 3.000,00		
	Due at enrolment	15/3/2021	15/5/2021		

### MUSEOLOGY, NEW MEDIA AND MUSEUM COMMUNICATION

EU STUDENTS		NON-EU STUDENTS		START	SCHOLARSHIPS
TOTAL COST € 2.300,00 + VAT		TOTAL COST 2.300,00 €			
1 <sup>ST</sup> instalment				Rolling enrolment	
€ 2.300,00					
Due at enrolment					

Note: A digital revenue stamp of €16 must be added to the first instalment for all courses/programmes listed above. Another digital revenue stamp of €16 must be added to the third instalment for the issuance of the diploma (in accordance with authorization of the Ministry of Finance – Department of Revenue – Lombardy regional tax office – Milan branch – Third division – Protocol no. 3/9467/99 of 2 November 1999).



**Università IULM**

**IULM Communication School**

via Carlo Bo 1 - Milano  
MM2 Romolo

Facebook: @sdciulm

Instagram: iulm\_communication\_school

**Infopoint**

Tel. +39 02 89141 2311

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gotomaster.iulm.com  
iulm.it